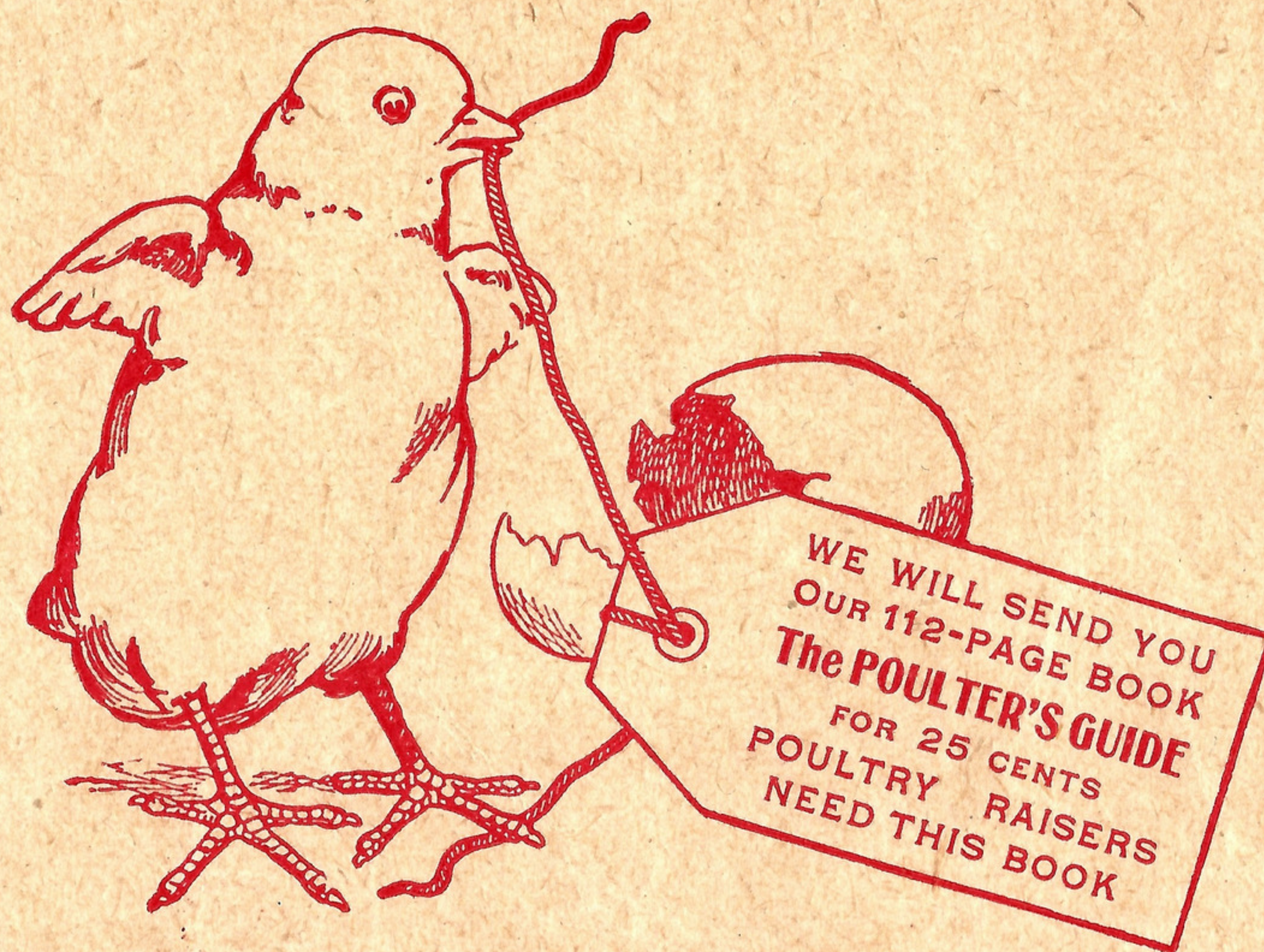


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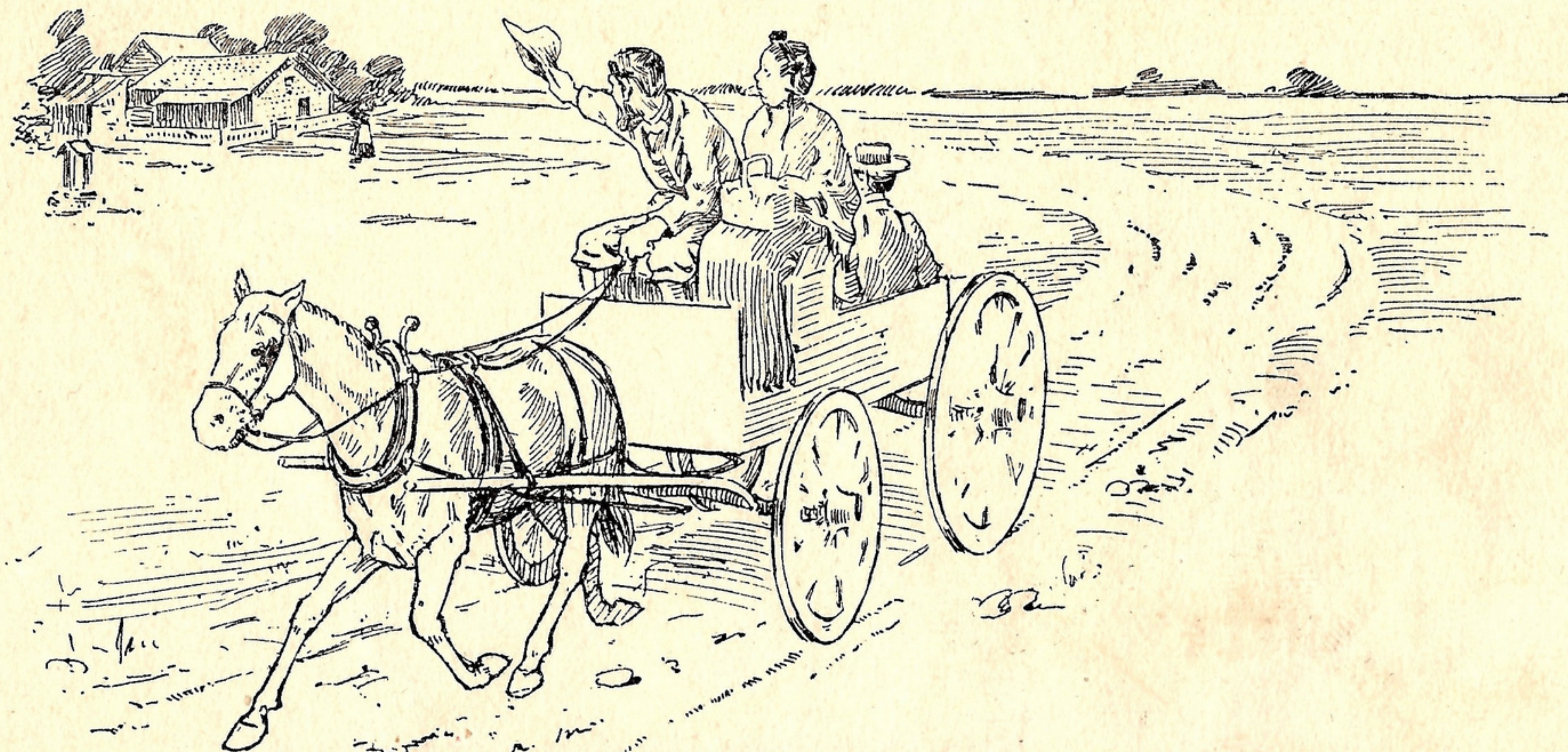
Farmer Hayes and Family

AT THE
PAN-AMERICAN
EXPOSITION



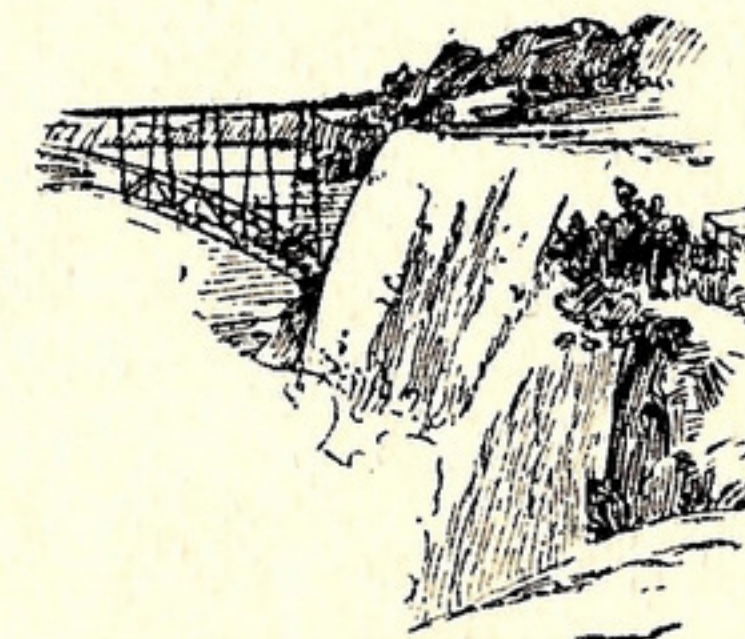


ADDRESS DES MOINES INCUBATOR CO., DES MOINES, IOWA

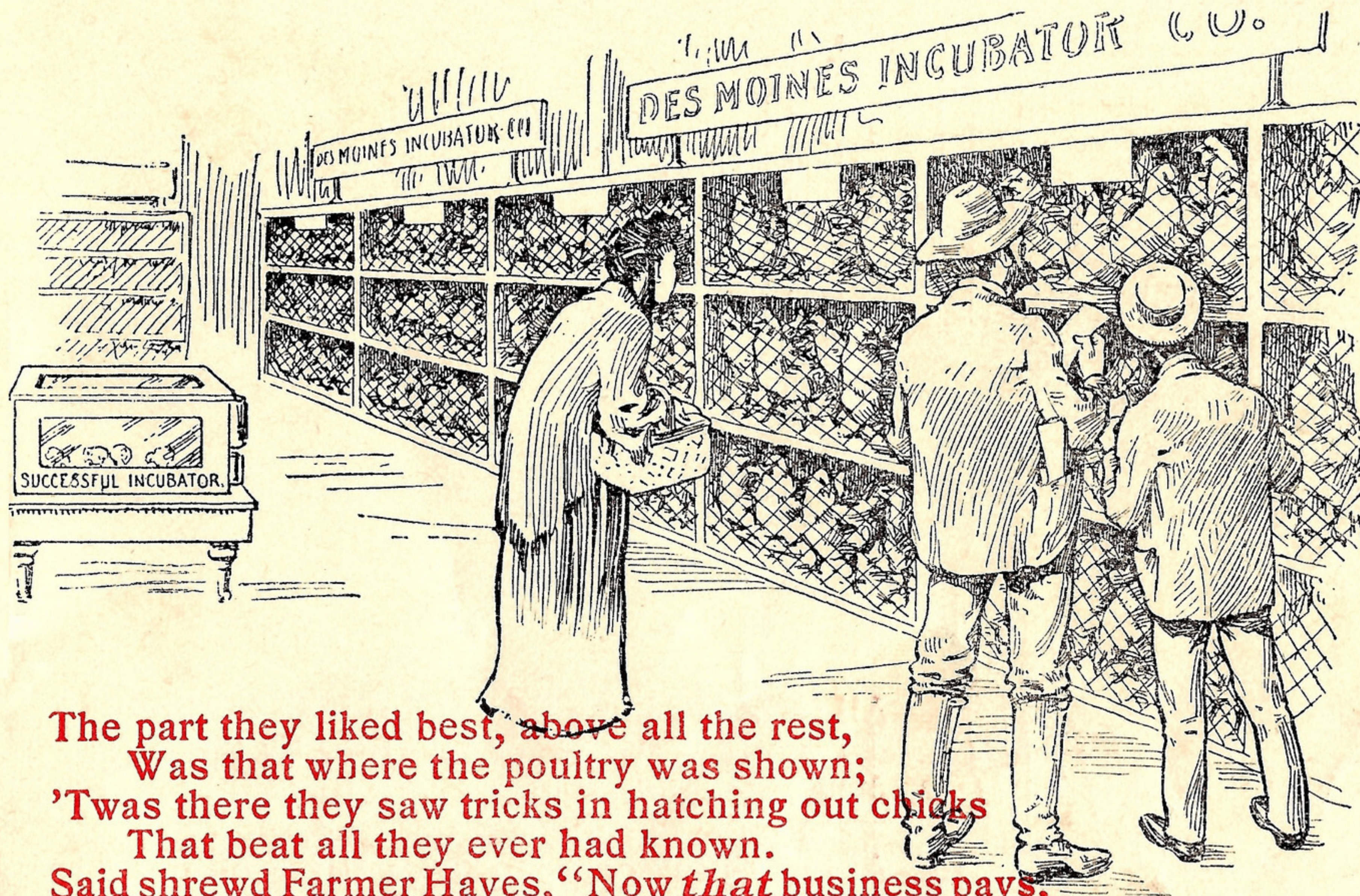


A farmer named Hayes, whose old-fogy ways
In all that he did could be seen,
Decided one day, while feeling quite gay,
To lay out a little "long green."
Said he to his wife, "We'll go and see life
As it is at the Buffalo Fair;
I don't care a red" (with a wag of his head)
"If we pay to see everything there."

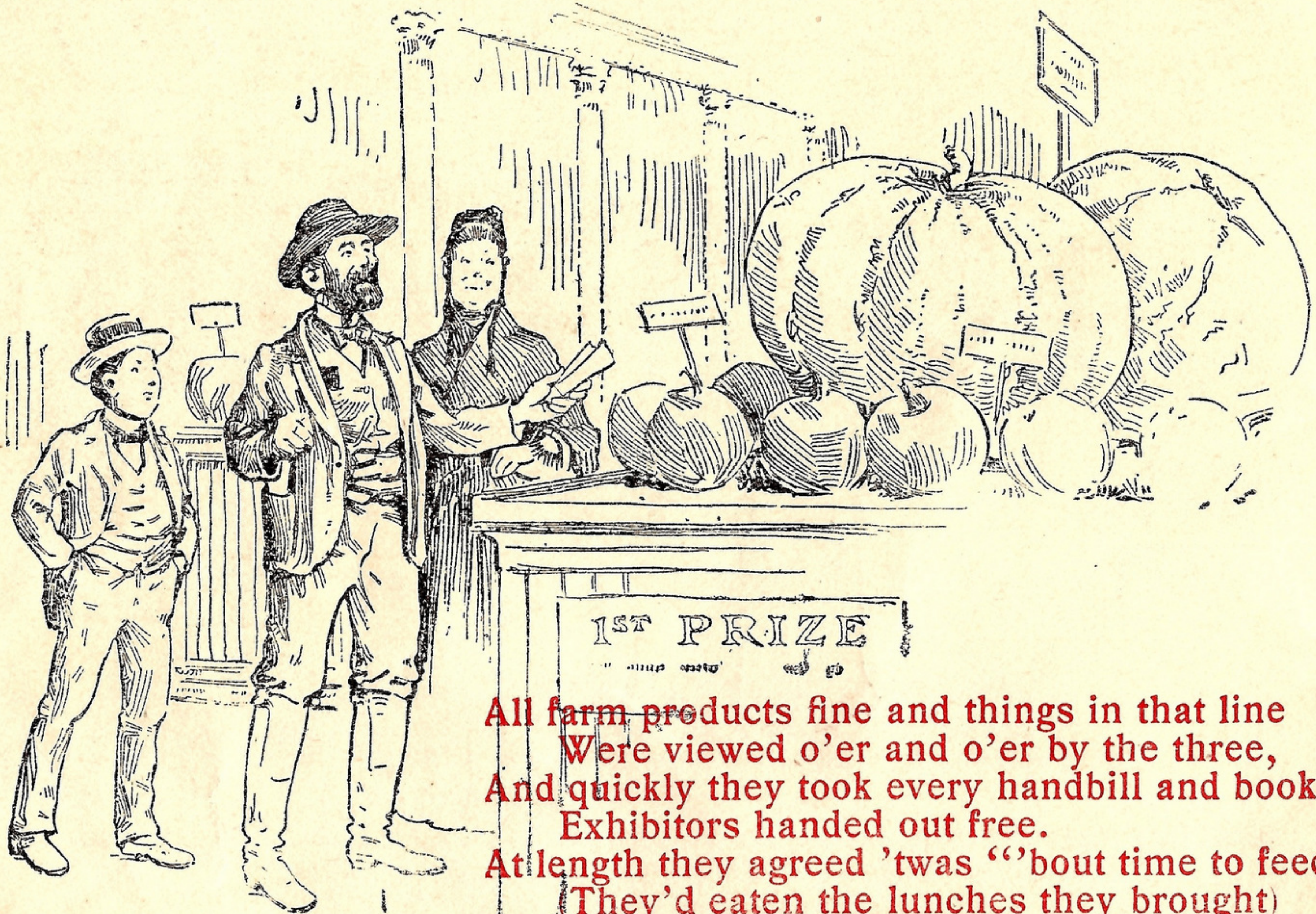
PAN-AMERICAN



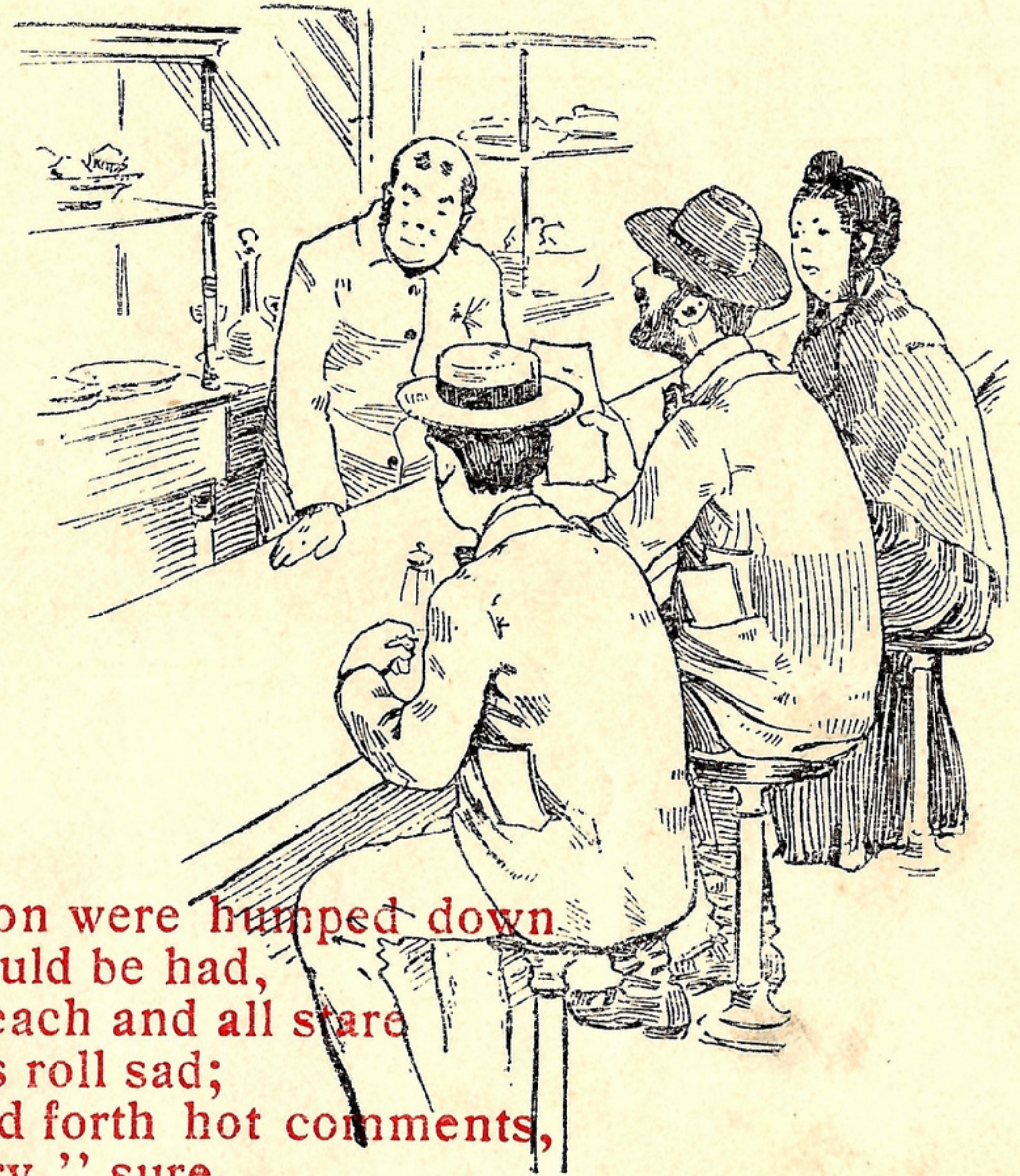
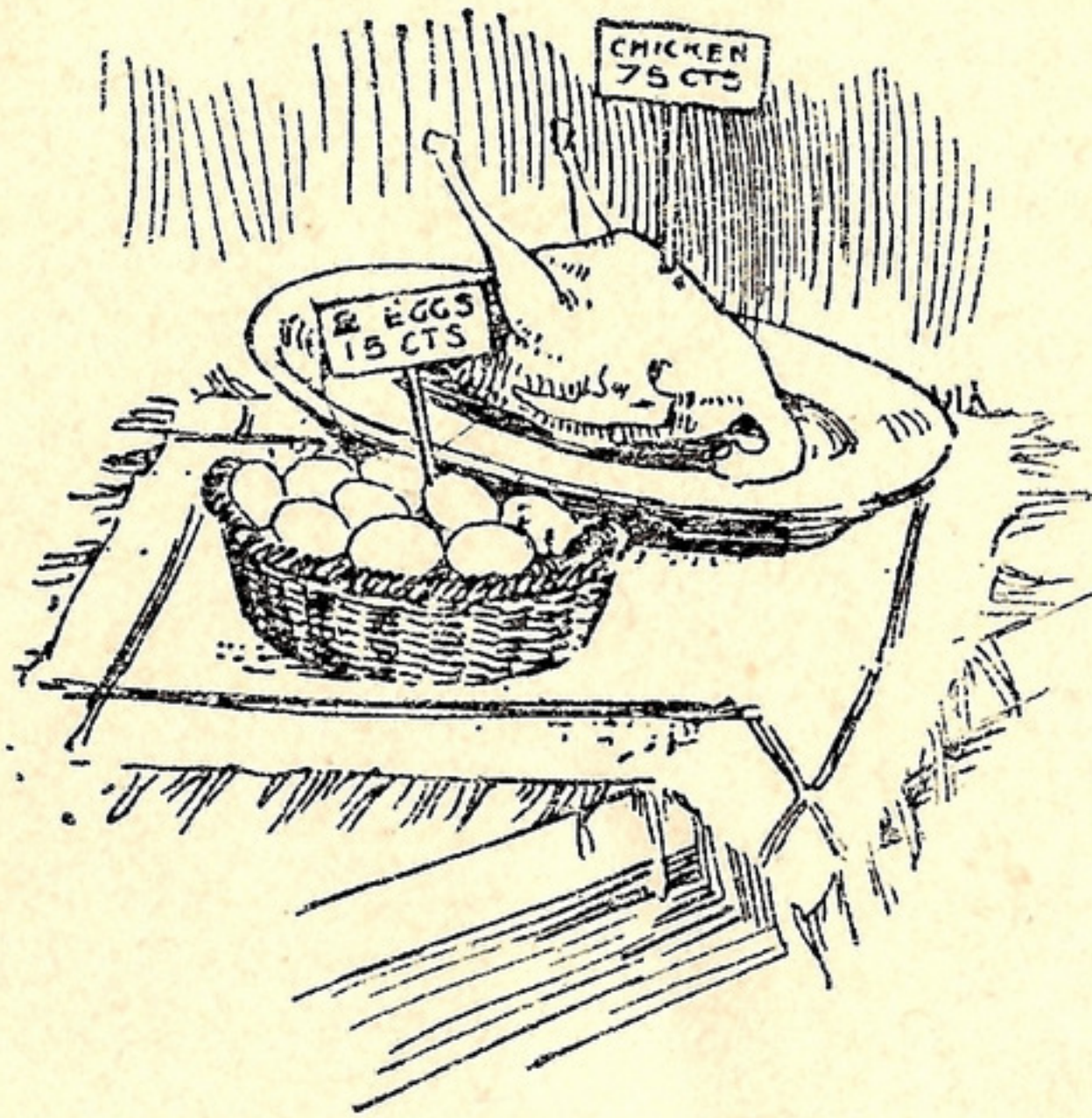
The very next day they got under way
With lunches and fixings for three,
And made a quick trip (with aid of the whip)
Arriving all eager to see;
They waded right in 'mongst crowds thick and thin
And "rubbered" for all they were worth,
They nosed here and there all over the Fair
And thought it the best show on earth.



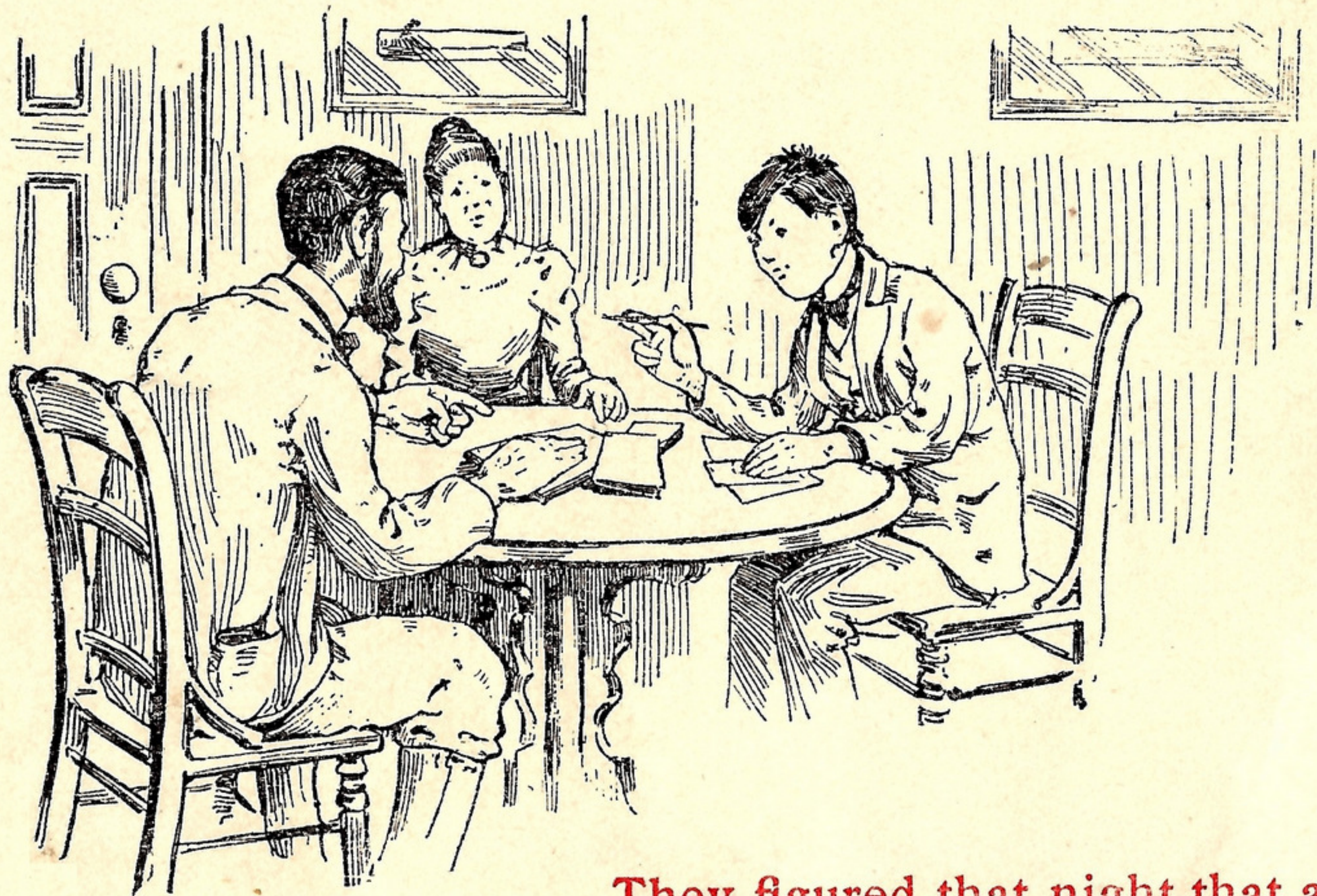
The part they liked best, above all the rest,
Was that where the poultry was shown;
'Twas there they saw tricks in hatching out chicks
That beat all they ever had known.
Said shrewd Farmer Hayes, "Now *that* business pays,
It beats anything I have seen;
There is a 'honey'—must be good money
In running that chicken machine."



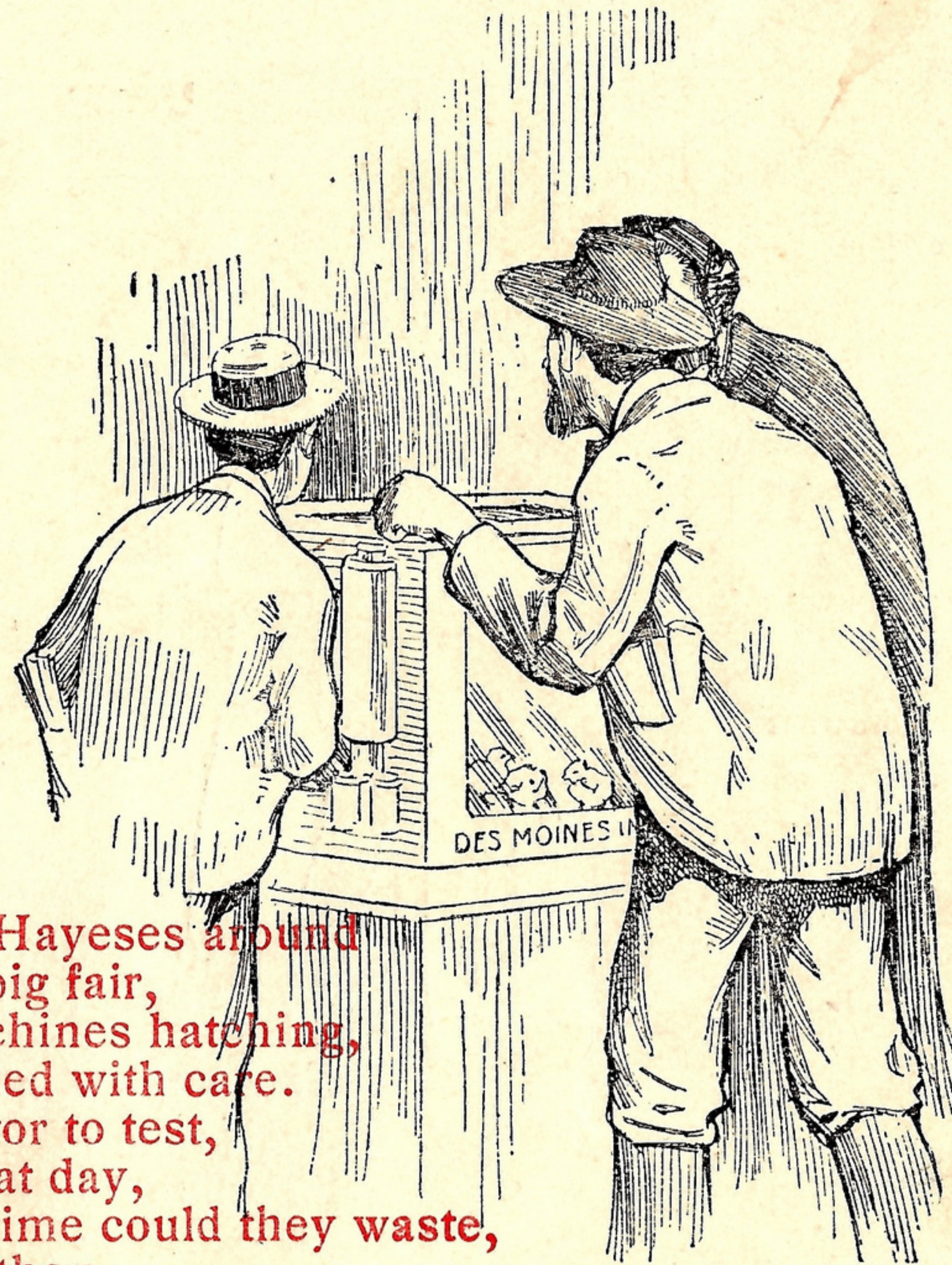
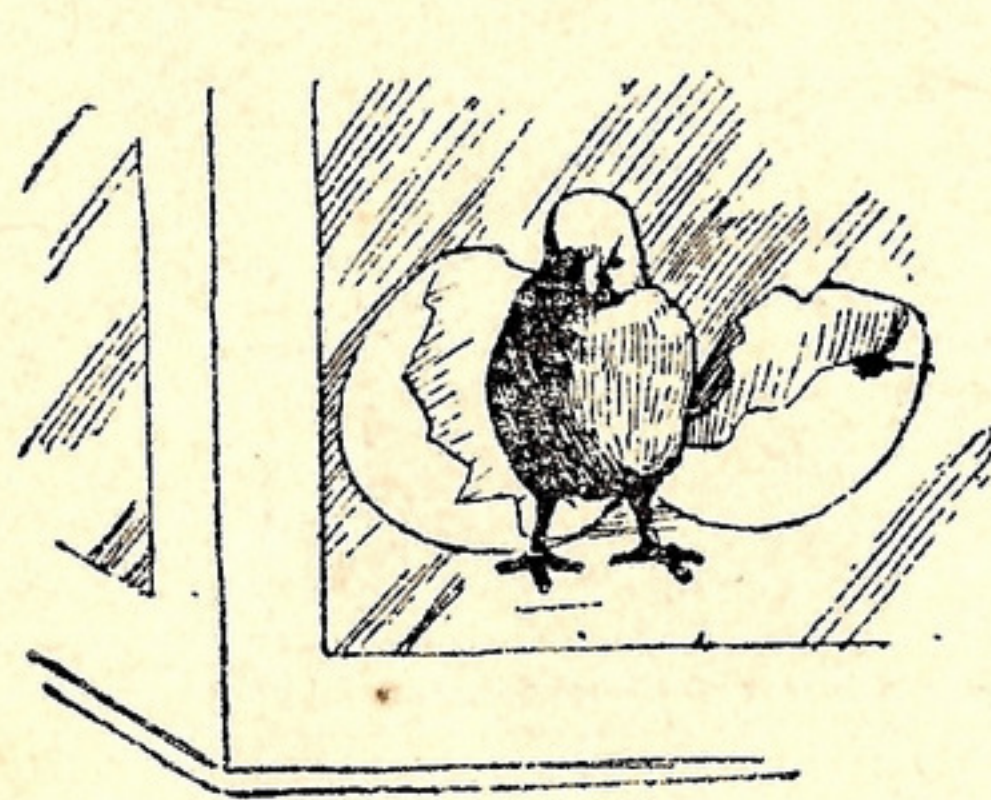
All farm products fine and things in that line
Were viewed o'er and o'er by the three,
And quickly they took every handbill and book
Exhibitors handed out free.
At length they agreed 'twas "'bout time to feed,"
(They'd eaten the lunches they brought)
And for a good meal they truly did feel
A longing, and so that they sought.



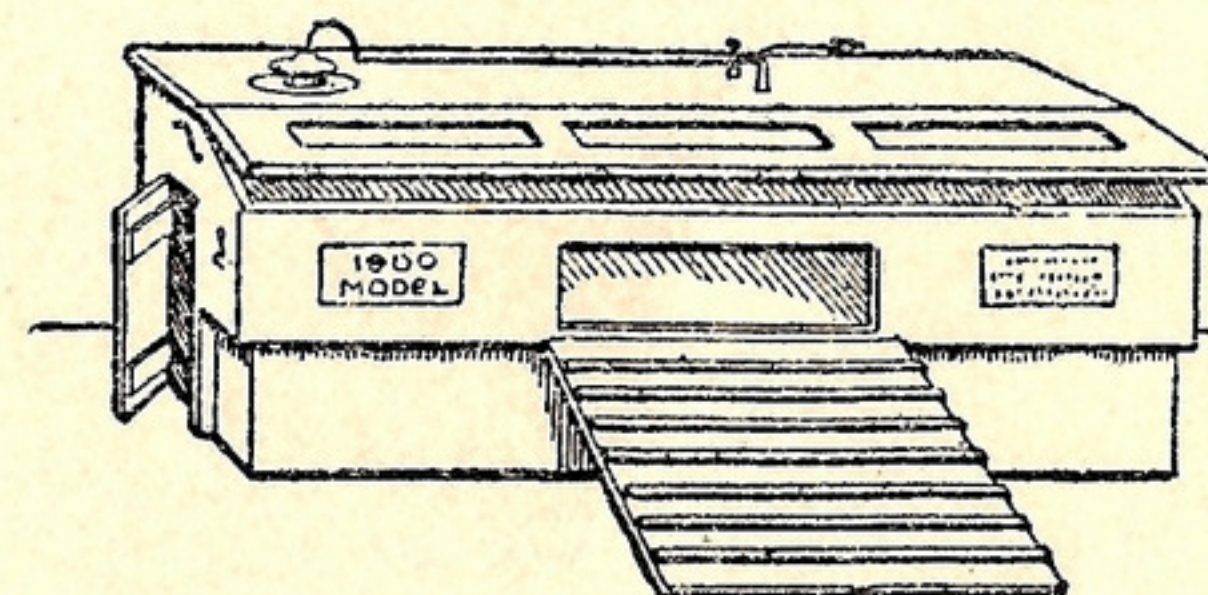
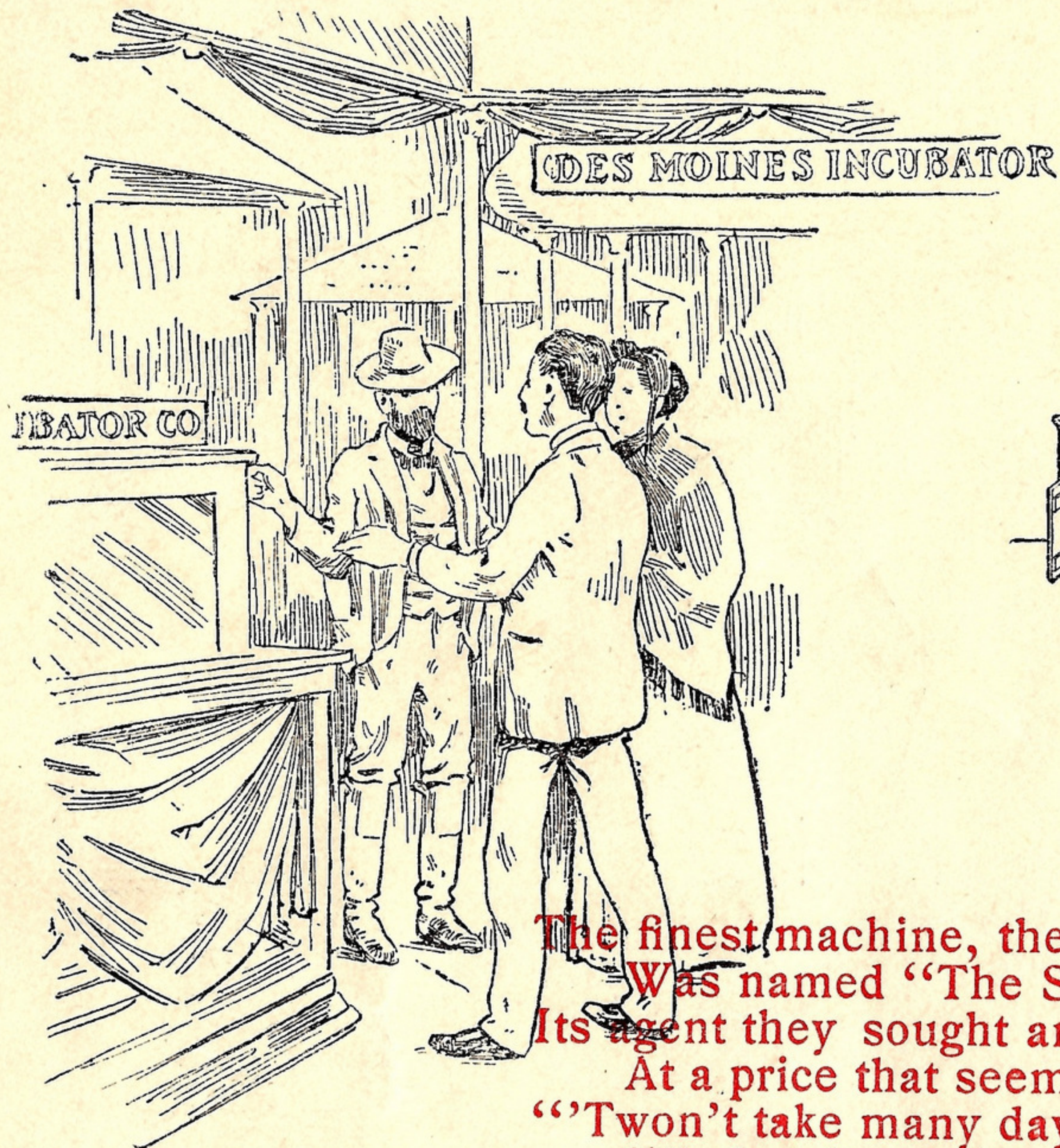
They walked in to town and soon were **humped down**
 Where grub of all kinds could be had,
 But what they got there made each and all stare
 And made Farmer Hayes's roll sad;
 "Two eggs fifteen cents" called forth hot comments,
 'Twas "red-handed robbery," sure,
 And chicken, great Scott! 'twas not to be bought—
 The cost would make Vanderbilt poor.



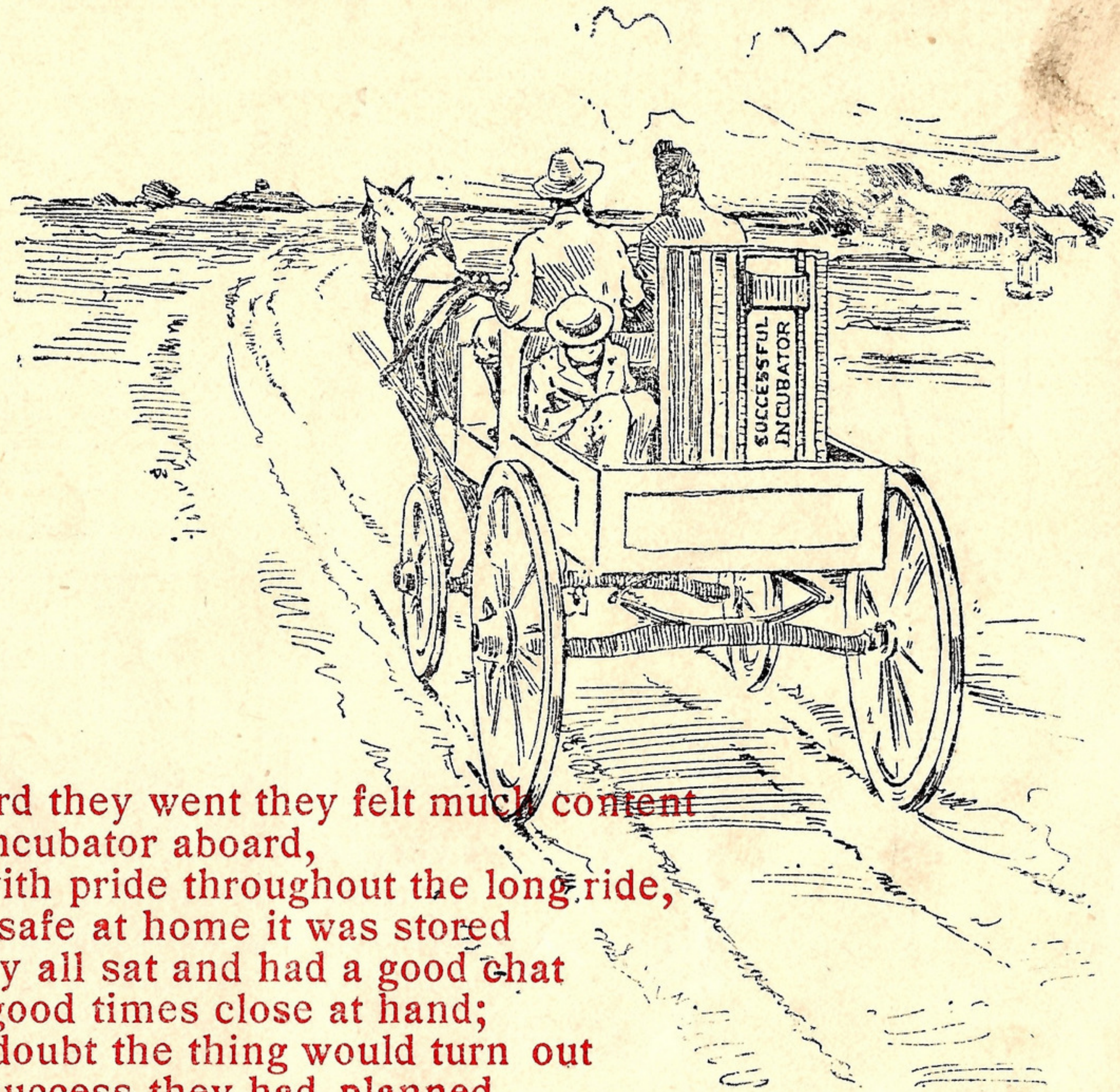
They figured that night that all would be right
With them in the future, if they
Adopted the plan an egg machine man
Had given them points on that day;
Profits amazing in poultry raising
With an Incubator, they saw,
Could surely be made when good city trade
Upon their production should draw.



The next morning found the Hayeses around
The poultry show at the big fair,
Intently watching the egg machines hatching,
Which process they studied with care.
They wanted the best Incubator to test,
Determined to get one that day,
And so they made haste, no time could they waste,
So eager to start in were they.



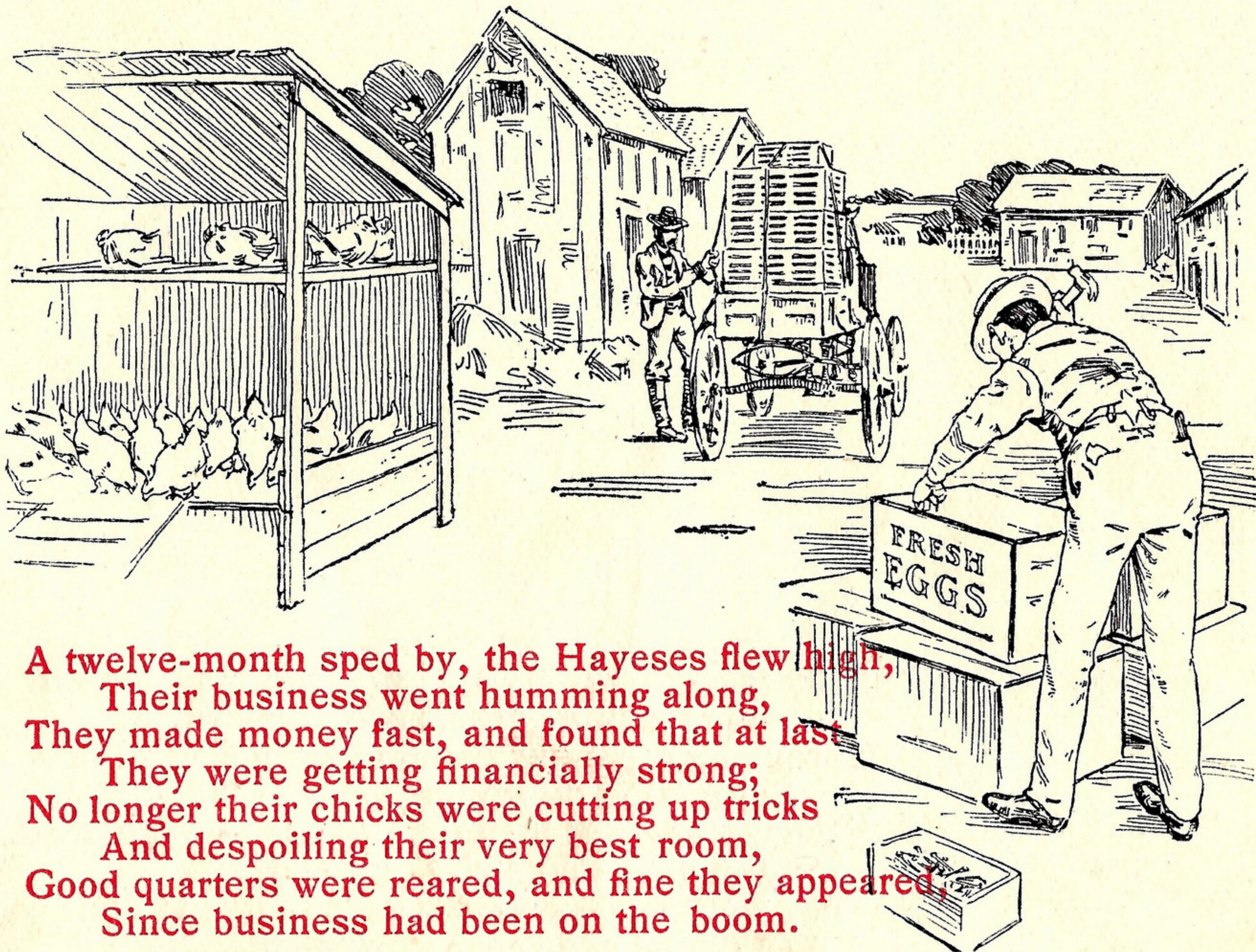
The finest machine, they thought, they had seen
 Was named "The Successful," and so
 Its agent they sought and one of them bought
 At a price that seemed to them low;
 "'Twon't take many days," said good Mrs. Hayes,
 "To hatch out the cost of the thing,
 I know it will pay if worked the right way
 And many a dollar will bring."



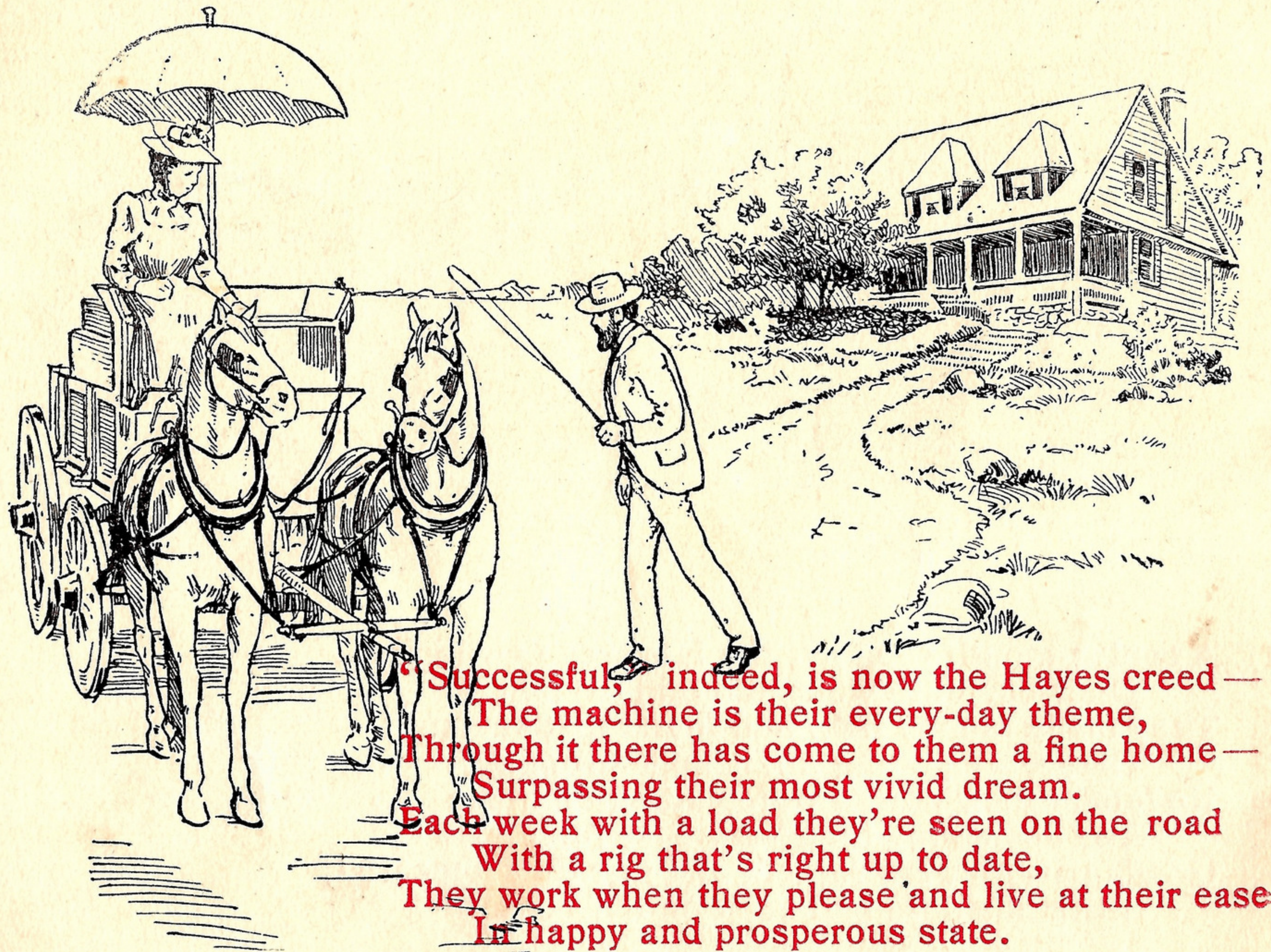
When homeward they went they felt much content
With the Incubator aboard,
It filled them with pride throughout the long ride,
And when safe at home it was stored
Right down they all sat and had a good chat
About the good times close at hand;
They hadn't a doubt the thing would turn out
To be the success they had planned.



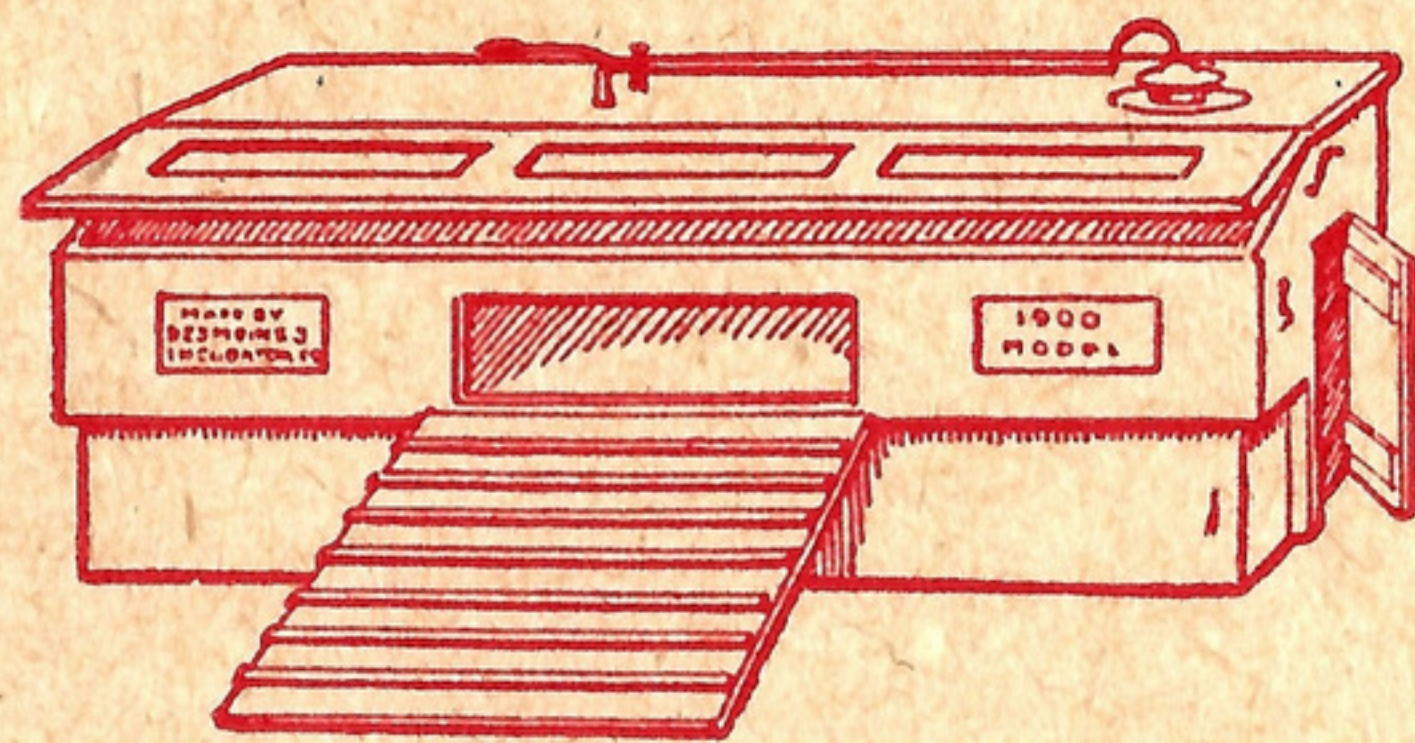
Their very best room was made to assume
A very much "poultrified" air,
All over the place did little chicks race
Enjoying the dandy affair;
They swarmed on the bed and picked at the spread,
They roosted wherever they pleased,
And with choicest food the busy young brood
Their dainty young gullets appeased.



A twelve-month sped by, the Hayeses flew high,
Their business went humming along,
They made money fast, and found that at last
They were getting financially strong;
No longer their chicks were cutting up tricks
And despoiling their very best room,
Good quarters were reared, and fine they appeared,
Since business had been on the boom.



“Successful, indeed, is now the Hayes creed —
The machine is their every-day theme,
Through it there has come to them a fine home —
Surpassing their most vivid dream.
Each week with a load they’re seen on the road
With a rig that’s right up to date,
They work when they please and live at their ease
In happy and prosperous state.



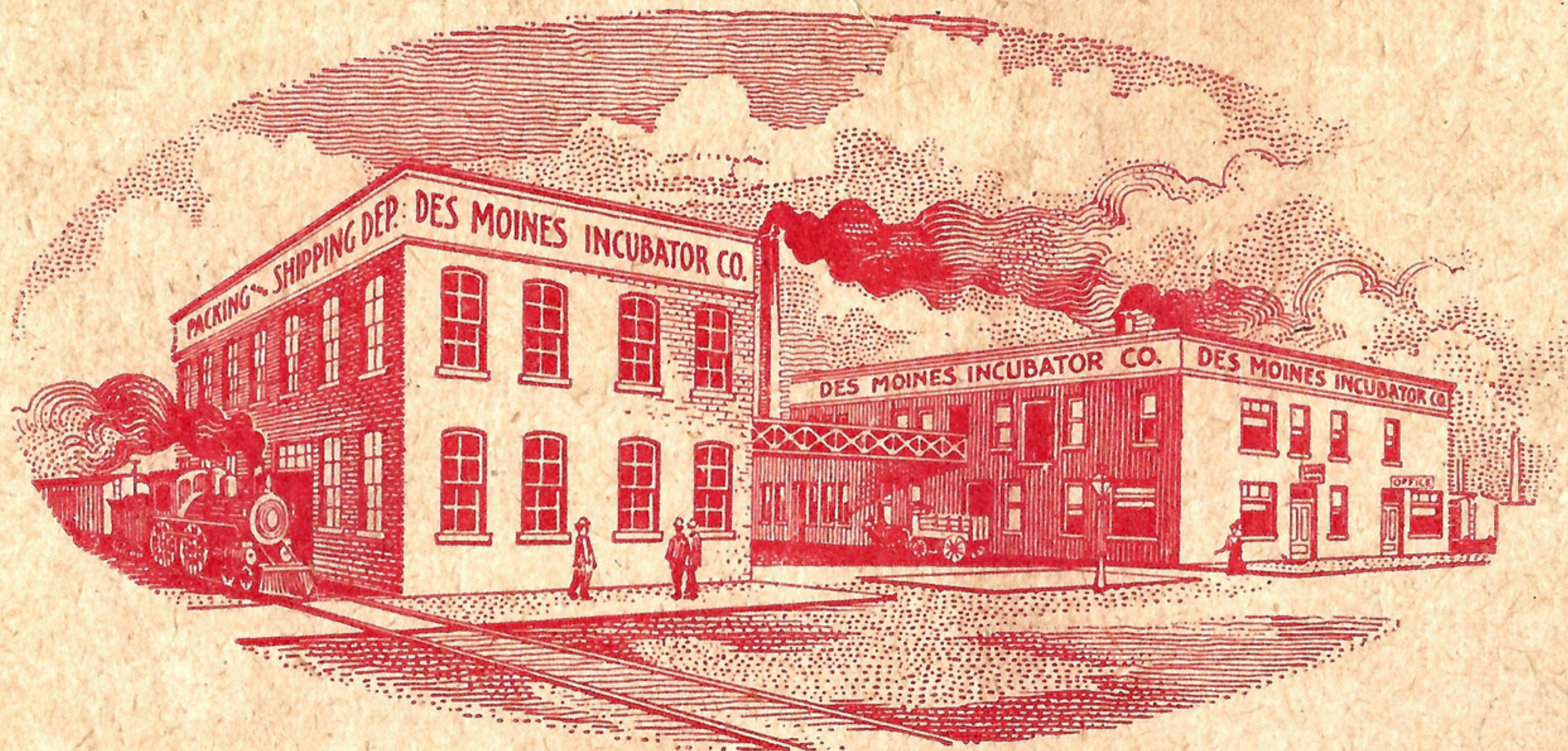
A GOOD INCUBATOR
in practical hands will
prove a money-maker.
But don't waste your money,
time and eggs experimenting

with the \$5 kind; get the best, as Mr. Hayes did. If you are or expect to be interested in poultry raising you would find in our 162-page catalog very valuable information. Send 6 cents to pay postage and get this beautifully illustrated book. ✂ We are the only Incubator Company who issues catalogs printed in foreign languages. Our 60-page German, French, Spanish, Swedish or Italian catalog is free.

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WRITTEN, ILLUSTRATED AND PRINTED BY
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THE WORLD'S GREATEST INCUBATOR PLANT